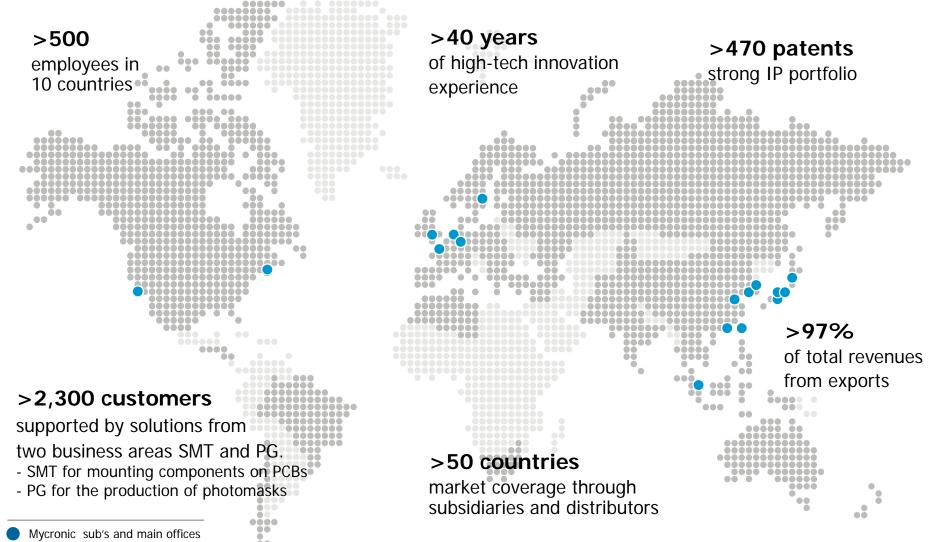


# Mycronic, Q1 2016

Lena Olving, President and CEO Per Ekstedt, CFO Robert Göthner, Sr VP, Business area SMT

# Mycronic in the electronics industry





# Key events Q1 2016

### Marketplace

- The global SMT market declined 19 percent in 2015
- Beginning of 2016 indicates continued weak SMT market
- Continued positive development of photomask market
- Products
  - introduction of high-speed jet dispensing continues globally

### Order intake/sales

- Order intake of 794 MSEK and order backlog of 1,516 MSEK
- Orders received for five mask writers with delivery during 2017
  - the first order for a Prexision-MMS
  - one advanced display mask writer
  - two replacement systems for display applications
  - one FPS system



# Key events Q1 2016

### Financial highlights

- Increased sales 13%
- Positive currency effects 2 MSEK on sales
- EBIT 32 MSEK, 9%
- Cash at 1,157 MSEK

### Corporate

- New Sr VP Operations in place from June 2016
- Acquisition of RoyoTech, provider of SMD Tower
- Decision to merge Mycronic AB and Mycronic Technologies AB
- Second line support within PG moved to Japan
- Mycronic in the finals of the European Business Award in the category of best export company



Mycronic at Productronica in November, 2015



### **Events after end of Q1 2016**

- Major events after 31 March, 2016
  - Launch on 6 April at Photomask Japan of Prexision-800



# Mycronic outlook

The board's assessment is that sales 2016 will be at the level of SEK 1,900 million.



# Display photomask market update

- The market situation remains positive with production at high level
  - Trend towards more complex and valuable photomasks continues due to increased product development activities
  - The photomask volumes grew 5% to 17,000 units and revenue grew 6% to 610 MUSD in 2015
  - Photomask volumes expected to grow 3% annually 2016-2019
  - Revenue expected to grow 5% annually to reach 750 MUSD 2019
- Mycronic market performance
  - Order for the first Prexision-MMS for quality assurance
  - Orders for two replacement mask writers in total five orders
    - over time it is difficult to support older systems and guarantee productivity
    - attractive offering as it secures capacity with a modern mask writer that meets market requirements
  - Order for one down-sized Prexision-8 with possibilities for later upgrade

Source: IHS, March 2016



# Multi-purpose photomask market update

- A broad market with many segments
  - Electronic packaging, touch screens and MEMS (Micro-Electro-Mechanical Systems) among others
  - Positive trends in the more advanced segments which benefit Mycronic's FPS
  - Market estimated at 10-14 MUSD annually
- Mycronic market performance
  - Mycronic has received order for one FPS system
  - Mycronic assesses that the company is gaining market share

Source: Mycronic



### Order intake and net sales

### 4 quarters rolling



- SMT order intake declined in comparison with record high Q1 in 2015
- PG order intake includes five mask writers;
   first Prexision-MMS, two replacement mask writers,
   one advanced display mask writer and one FPS
- Order backlog record high at 1,516 (869) MSEK, including 13 mask writers for delivery 2016 & 2017



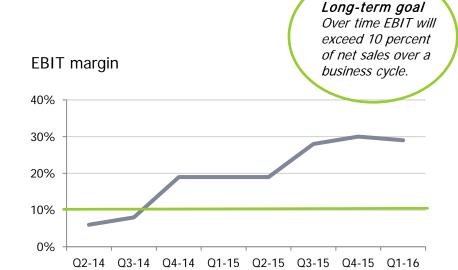
# Margins

### 4 quarters rolling

# Gross margin 80% 60% 40% 20%

- Gross margin 55% (47%) in Q1
- Gross margin rolling 4 quarters at 60%
- Higher sales volumes, as a result of mask writer delivery

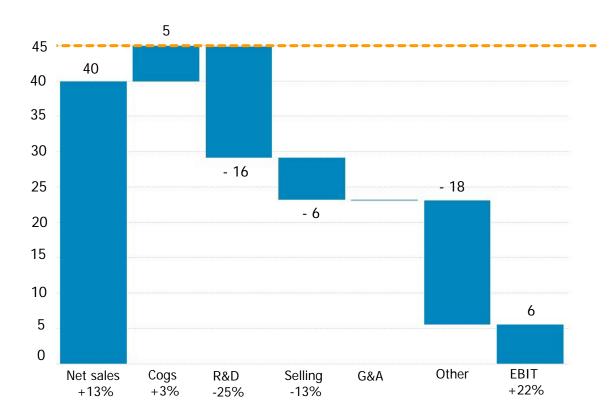
Q2-14 Q3-14 Q4-14 Q1-15 Q2-15 Q3-15 Q4-15 Q1-16



- EBIT margin 9% (8%) in Q1
- EBIT margin rolling 4 quarters at 29%
- Product development continues at high pace
- Investments in sales organization and marketing



# The "bridge" Q1 2016 vs Q1 2015



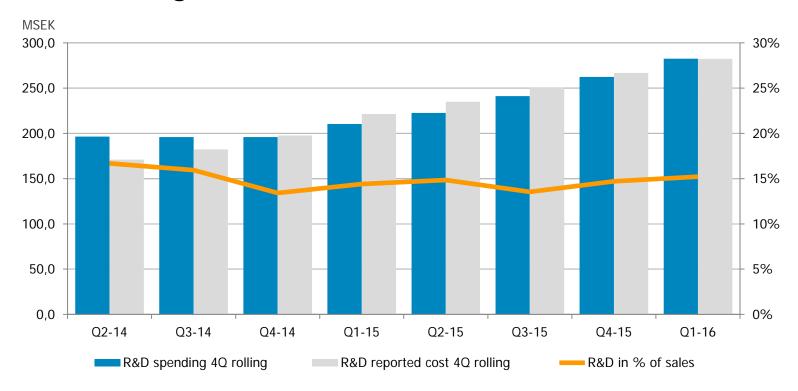
Investments in growth

- R&D costs 16 MSEK higher, refers to SMT
- Selling costs increase due to investments in organization



### **R&D** costs

### 4 quarters rolling



R&D activities continues at high pace in line with strategy



# **Summary by segment**

|                      | Q1 2016 | Q1 2015 |
|----------------------|---------|---------|
| SMT                  | 152     | 233     |
| PG                   | 642     | 238     |
| Order intake (MSEK)  | 794     | 471     |
| SMT                  | 51      | 77      |
| PG                   | 1,465   | 792     |
| Order backlog (MSEK) | 1,516   | 869     |
| SMT                  | 153     | 222     |
| PG                   | 191     | 82      |
| Net sales (MSEK)     | 344     | 304     |
| SMT                  | 40      | 45      |
| PG                   | 66      | 53      |
| Gross margin (%)     | 55      | 47      |
| SMT                  | -35     | 4       |
| PG                   | 44      | 20      |
| EBIT margin (%)      | 9       | 8       |



## Cash flow, MSEK

|   | Q1 2016    | Q1 2015 | FY 2015 |
|---|------------|---------|---------|
| Cash flow from operations                               | 36         | 12      | 550     |
| Change in working capital                               | 277        | 192     | 111     |
| Cash flow from operations af changes in working capital | ter<br>313 | 204     | 661     |
| Investments in development                              | -5         | -       | -8      |
| Other investments, net                                  | -50        | -6      | -29     |
| Cash flow before financing activities                   | 258        | 198     | 624     |
| Financing   | -          | -       | -392    |
| Cash flow   | 258        | 198     | 233     |
| Cash at end of period                                   | 1,157      | 869     | 898     |



Changes in working capital primarily due to customer payments

Other investments include acquisition of RoyoTech

### Financial summary Q1 2016

### Positive development of order intake, sales and cash

- Order backlog record high at 1,516 MSEK
- Improved gross margin
  - Delivery of one mask writer
- EBIT at 32 (26) MSEK or 9% (8%)
  - Investments in product development in SMT
- Continued strong cash flow and financial position
  - Cash 1,157 MSEK after acquisition of RoyoTech in Q1, 2016





# **Mycronic SMT**

Robert Göthner, SVP BA SMT

# SMT – market update

### **Electronics industry**



Source: Prismark, March 2016

### Global semiconductor

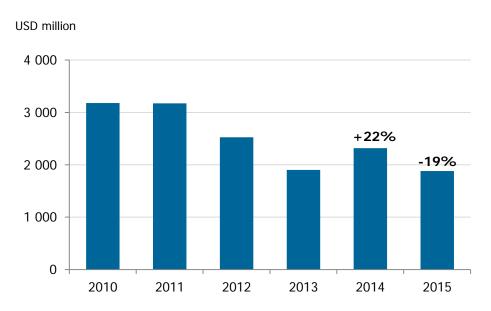
2015 2016, f´cast 2016-2020, CAAGR +1.0%

Source: Prismark, March 2016

- Long-term positive outlook for electronics industry and semiconductor volumes
- 2016 growth adjusted downwards, but still better than 2015



# SMT – market update



Source: PROTEC, January, 2016

### SMT market development 2015

- Global market declined 19%
- Mycronic gained market shares with kept margins

### SMT market development 2016

- Weak trend from 2015 has now an impact on Mycronic's order intake and sales
- Q1 is roughly on par with typical historical Q1 results
- Note: 2015 Q1 was extraordinary strong - all-time-high
- We expect a stronger H2 than H1
- Mycronic assessment for SMT equipment demand is cautious



# High-speed jet dispensing

### New capabilities will increase the adressable market 3-5 times

### Jet printing

a unique non-contact technology for applying **solder paste** on PCBs

an alternative to **screen printers** in the SMT assembly lines.



# Jet dispensing with new 3<sup>rd</sup> party dispensing head over 200 fluids can be jetted (in addition to solder paste)

for high speed, high precision dispensing.

### **Summary**

- Market launch in November 2015
- Fastest Dispenser in the world ×5-10
- New market segments
- Current addressable market ~150 USD
- New global sales team in place
- High interest in market
- Available in Q2, 2016



### Assembly applications

- SMT
- PCB
- LFD
- MEMS

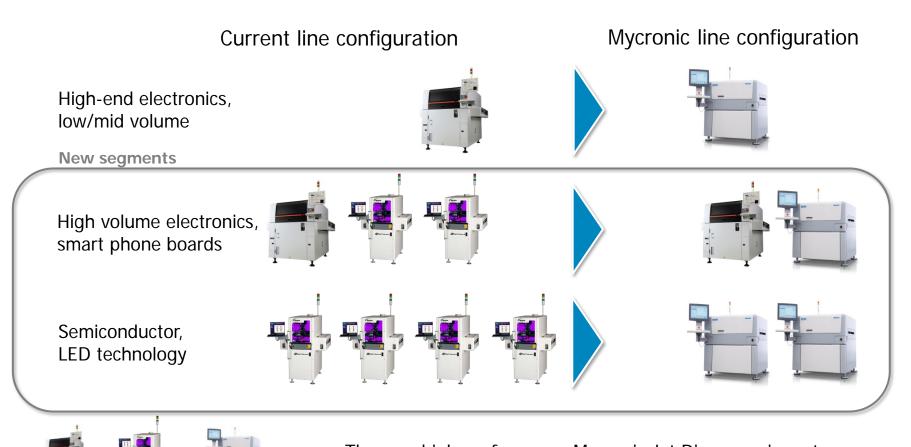




# Industry needs faster dispensing

### A growth opportunity for Mycronic

Mycronic Jet Dispenser



The new high-performance Mycronic Jet Dispenser is up to 10 times faster than traditional dispensers and can replace several dispensers configured in-line.



stencil printer

dispenser

# Acquisition of RoyoTech

### SMD Tower - a strategic asset

- An automated storage solution suitable for a wide range of assembly manufacturers globally
- A part of Mycronic's assembly concept since 2009
- Integrated into Mycronic 4.0
- Over 1,000 storage towers installed world-wide
- 60% of storage towers at high-volume customers
- High interest from high volume players –
   same manufacturers may need jet dispensers



SMD Tower for storing component reels up to 15"



When passion meets innovation



